

## **Keep Michigan Working Business Action Team**

The Business Action team and its subcommittees will address three key areas:

- Supplier Diversification
- Business Development/Attraction
- Entrepreneurship

### Supplier Diversification

The Supplier Diversification subcommittee is developing tools to assess a supplier's capability to diversify into the defense, medical devices, aerospace and wind sectors. It will also identify suppliers' needs for transitioning into those markets such as financial, job training and business/marketing consulting.

The committee is working with local service providers, such as NextEnergy, the Defense Contract Coordination Center and Procurement and Technical Assistance Centers, to provide one-on-one assistance and matchmaking opportunities with OEMs. The subcommittee continues to follow up on the successful Supplier Diversification Summit held in Troy on Nov. 12, and will determine how the event can be replicated in other regions of the state.

### Business Development/Attraction

The Business Development/Attraction sub-committee identified six drivers of investment in the wind/solar, defense, aerospace and medical device industries.

1. Real Estate: land and existing buildings
2. Skilled & Ready Workforce
3. Manufacturing, Engineering and R&D Capacity and Capability
4. Logistics
5. Incentives
6. Market Opportunities

Following supplier assessments, this subcommittee will work with other team members and local economic development developers to identify candidates for this type of targeted support.

### Entrepreneurship

The Entrepreneurship subcommittee is exploring ways to accelerate the formation of companies/start-ups by displaced auto workers and others who may generate employment opportunities for them. The subcommittee is looking at existing organizations and resources such as SmartZones, business incubators and pre-seed funds to support and grow these new businesses.

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**Keep Michigan Working  
Business Action Team**

Co-Chairs

John Carroll, Detroit Regional Economic Partnership

Jeff Mason, Michigan Economic Development Corporation

Member Agencies

Ann Arbor SPARK

Auburn Hills

Automation Alley

Dearborn

Detroit Chamber

Detroit Economic Growth Corp.

Detroit Regional Economic Partnership

Genesee Regional Chamber

Howell Area Chamber

Lapeer County

Macomb County

Michigan Dept. of Energy, Labor and Economic Growth

Michigan Economic Development Corp.

Oakland County

St. Clair Economic Development Agency

Sterling Heights

Warren

Wayne County